

Message Text

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P 041714Z SEP 75

FM SECSTATE WASHDC

TO AMEMBASSY CARACAS PRIORITY

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E.O. 11652: N/A

TAGS: BEXP, VE

SUBJECT: MAJOR PROJECT: AUTOMOTIVE CONSULTING CONTRACT

1. MEPD WAS VISITED BY CDI ENGINEERING REP RE CURRENT
DISCUSSIONS BETWEEN MODERN ENGINEERING SERVICE, CO.
WHOLLY OWNED SUBSIDIARY OF CDI, AND GOV FOR CONSULTANT
CONTRACT FOR VENEZUELAN AUTOMOTIVE PARTS INDUSTRY.
CONTRACT FOR SEVERAL MILLION DOLLARS WILL COVER REMAINDER
OF FIVE YEAR PLAN PERIOD AND COULD LEAD TO IMPORTANT
SPIN-OFF ENGINEERING CONTRACTS FOR SPECIFIC PLANTS.

2. CDI BELIEVES PRIME COMPETITOR FOR CONTRACT IS FRENCH
FIRM LA CERIE (UNSURE OF EXACT SPELLING). ALSO POSSIBLE
BRITISH LEYLAND MAY BE INVOLVED IN DISCUSSIONS. BELIEVE
NO OTHER U.S. COMPANY COMPETING. CDI MET IN AUGUST WITH
JOSE CASALS, MINISTER OF DEVELOPMENT. VENEZUELAN
TECHNICAL TEAM VISITS COMPANY FACILITIES IN DETROIT

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SEPT. 3-7. EXPECT FINAL GOV DECISION BY END OF SEPTEMBER.

3. CDI IS REPUTABLE FIRM WITH 1975 REVENUES OF 82 MILLION DOLLARS. COMPANY EMPLOYS APPROXIMATELY 2,800 ENGINEERS, DESIGNERS AND TECHNICIANS. CDI OFFERS CONTRACT ENGINEERING AND TECHNICAL SERVICES, CONSULTING ENGINEERING AND FACILITY AND PROJECT MANAGEMENT ON WORLDWIDE BASIS. SPECIAL AREAS OF EXPERTISE INCLUDE AUTOMOTIVE, AIRCRAFT, MARINE, CHEMICAL, PETROLEUM, AND CONSTRUCTION ENGINEERING. AUTOMOTIVE ENGINEERING WORK HANDLED BY MODERN ENGINEERING SERVICE CO., WHOLLY OWNED SUBSIDIARY.

4. ACTION REQUESTED: WOULD APPRECIATE EMBASSY (WITHOUT IDENTIFYING CDI AS SOURCE OF REQUEST) DETERMINE WHICH VENEZUELAN GOVERNMENT ENTITY WILL BE RESPONSIBLE FOR CONTRACT AWARD. ALTHOUGH CDI HAS TALKED WITH MINISTER OF DEVELOPMENT CASALS, COMPANY WAS UNABLE TO OBTAIN APPOINTMENT WITH PRESIDENT OF VENEZUELAN DEVELOPMENT CORPORATION (CVF) MARCIL CURIEL. IF DECISION RESTS WITH CVF, CDI WILL CONSIDER SPECIAL TRIP TO MAKE PRESENTATION TO CURIEL.

5. ANY AVAILABLE INFORMATION ON PRECISE IDENTITY OF FRENCH COMPETITOR, LA CERIE, WOULD ALSO BE APPRECIATED.

6. ALSO REQUEST EMBASSY CONTACT MINISTRY OF DEVELOPMENT AND/OR CVF TO INFORM THEM OF CDI AND MODERN ENGINEERING SERVICE CO. CAPABILITIES. FEEL TIMELY USG INITIATIVE IMPORTANT AT THIS STAGE IN NEGOTIATIONS.

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